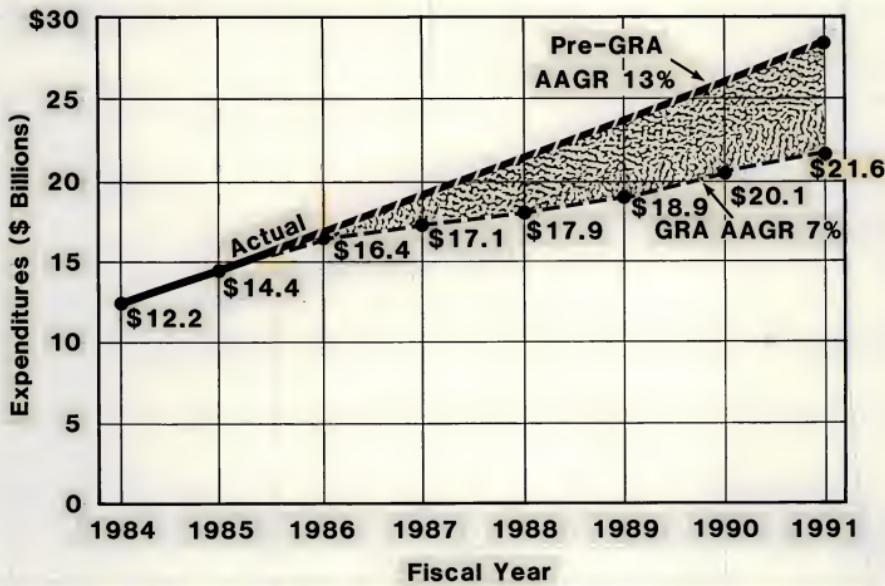


GRAMM-RUDMAN IMPACT ON FORECAST



18

DATAKOPI

1968 Concourse Drive
San Jose, CA. 95131
(408) 946-9311

PAGINATION SHEET**Job Description****Special Instructions***Input w/p# 35184**John Frank Presentation**67# Grey 60# White***FRONT BACK****PAGE 1 OF _____**

<i>Federal</i> <i>gov.</i> <i>Market</i>	<i>1</i> <i>2</i>
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INPUT®

FEDERAL GOVERNMENT MARKET
GFY 1986-1991

John E. Frank
Vice President
INPUT

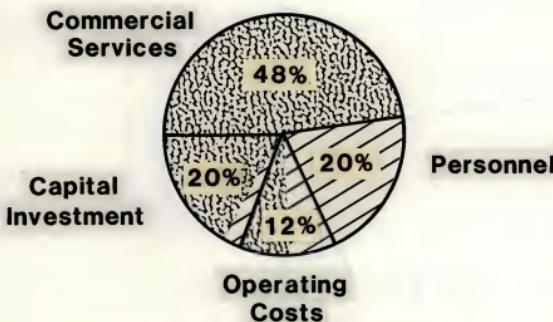


FEDERAL GOVERNMENT MARKET FACTORS

- **Reduced Inflation Rate**
 - **Deficit Control Measures**
 - Gramm-Rudman Act
 - Tax Reform
 - **Moderate GNP Rate**
 - **Acquisition Reforms**
-



**INFORMATION TECHNOLOGY
BUDGET FY87**



Obligations - \$17.1 Billion

Contracts - \$12.5 Billion (73%)



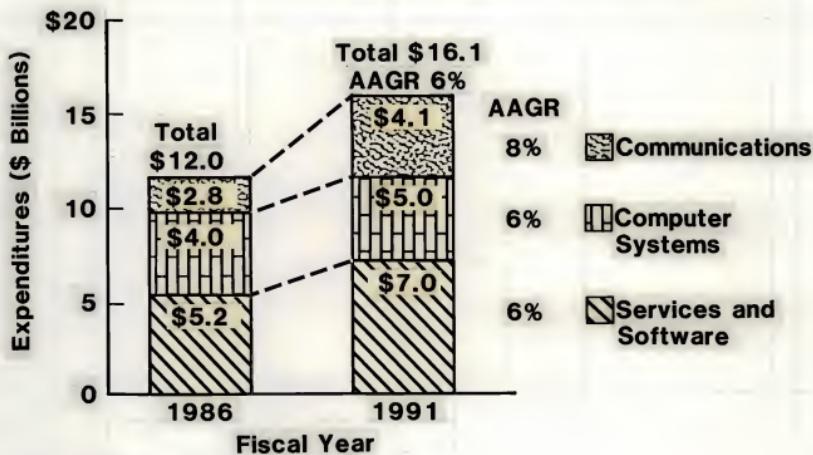
External Contracts



In-House

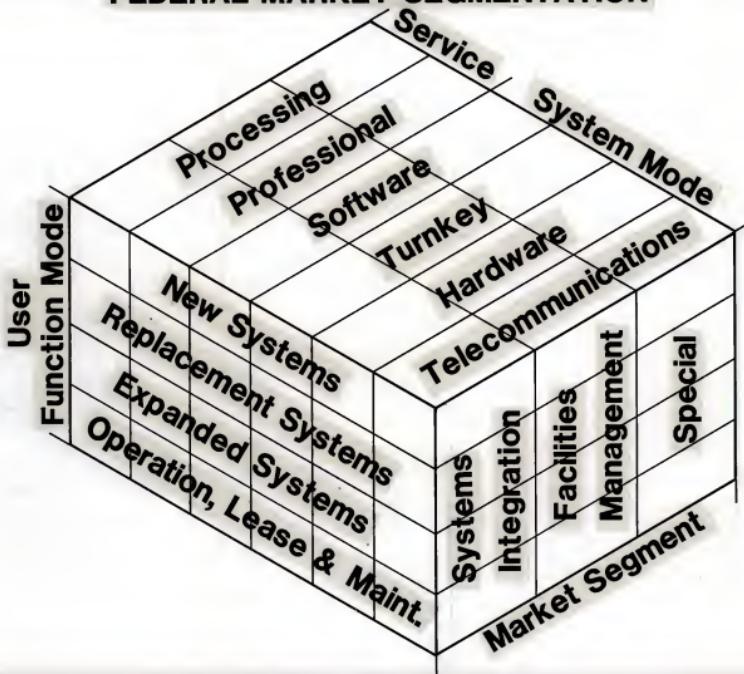


INFORMATION TECHNOLOGY MARKET



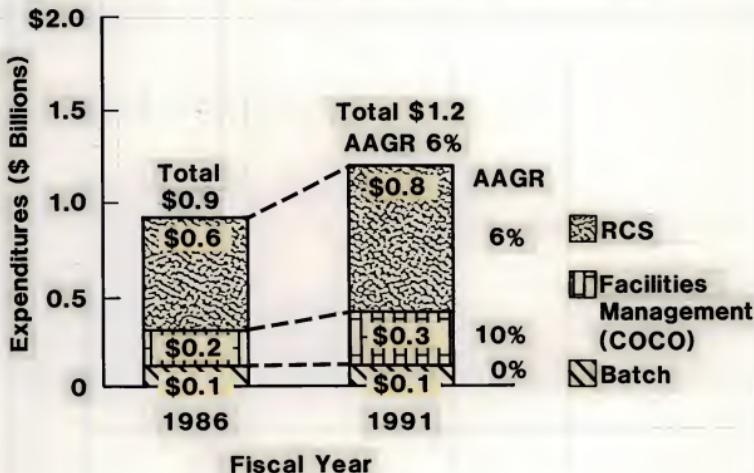


FEDERAL MARKET SEGMENTATION





PROCESSING SERVICES MARKETS





PROCESSING SERVICES

- **GSA-TSP/MAS Decline**
 - **Batch Mode Decline in 1990s**
 - **Large HCFA Component**
 - **Distributed Processing Prospects**
 - **Value Added Networks Prospect**
-

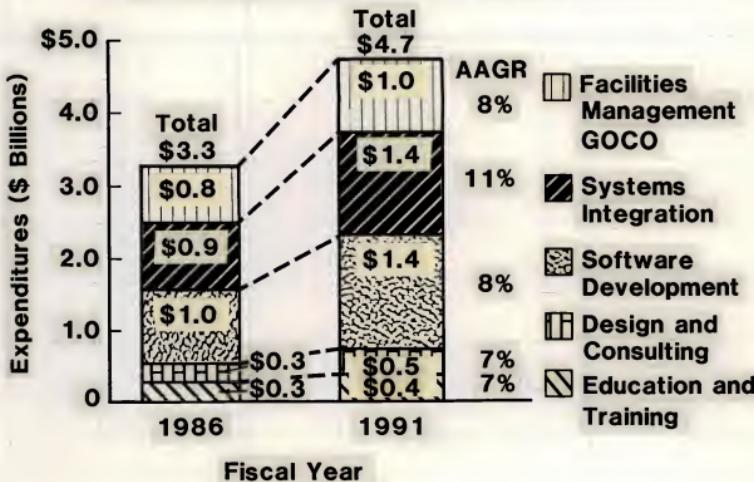


PROFESSIONAL SERVICES

- **Growth Supports ADP Rebuilding**
 - **Gramm-Rudman Impacts Growth**
 - **Technical Support**
 - **Training and Education**
 - **Maintains Existing Software Base**
 - **New Technical Solutions**
-

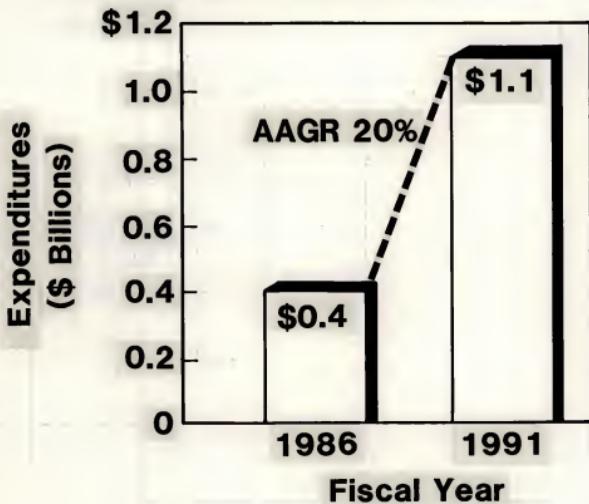


PROFESSIONAL SERVICES MARKET





SOFTWARE PRODUCTS MARKET



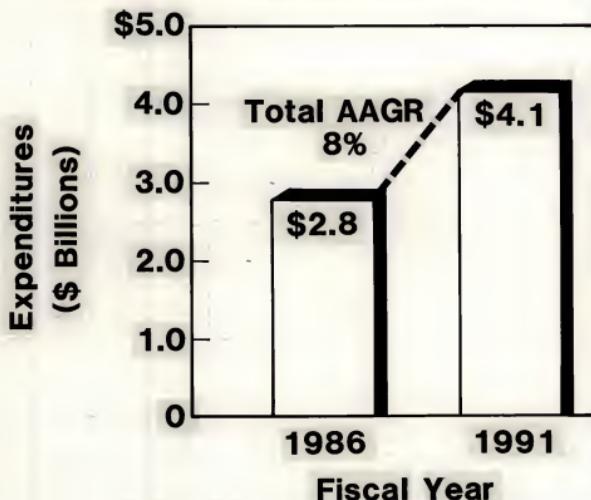


SOFTWARE PRODUCTS

- **Changing Acquisition Practices**
 - Technical and Data Rights
 - Copy Protection
 - Site Licenses
 - **Benchmark and Support Requirements**
 - **Software Productivity Tools**
-



TELECOMMUNICATIONS MARKET





TELECOMMUNICATIONS

- **Voice/Data Integration**
 - **New Technology Acceptance**
 - **Post-Divestiture Support**
 - **Systems Integration Preference**
 - **FTS 2000 Reservations**
-

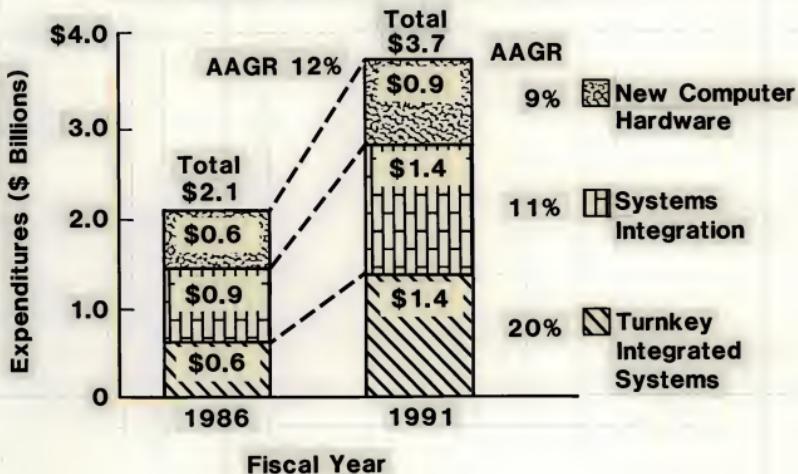


FACILITIES MANAGEMENT

- **Cross Service Modes Segment**
 - **PFM/COCO AAGR 10%**
 - **PSFM/GP GOCO AAGR 8%**
 - **1991 - \$1.4 Billion**
 - **Gramm-Rudman Threat**
-



SYSTEMS INTEGRATION MARKET





SYSTEMS INTEGRATION

- **Custom Hardware/Software Projects**
 - Telecommunications
 - End-User Involvement
 - Post-Implementation Support
 - Risk Reduction Contracts
-

INTEGRATED (TURNKEY) SYSTEMS

- **Packaged Hardware/Software Products**
 - CAD/CAM/CIM Systems
 - Training and Simulation
 - Graphics and Mapping
 - Financial and Budget Systems

the first time in the history of the world, the people of the United States have been called upon to decide whether they will submit to the law of force, or the law of the Constitution. We shall not shrink from that decision. We shall meet the enemy at their own ground, and deal with them according to their own rules.

The American people have a right to demand that their Government shall not be compelled to submit to such a law.

We have a right to demand that our Government shall not be compelled to submit to such a law.

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OFFICE INFORMATION SYSTEMS

- Requirements Contracts
 - Standards Evolution
 - Software/Hardware Acquisition Policies
 - Tiered Networks
 - Security and Privacy Issues
-



FEDERAL MARKET ISSUES

- **FIRMR Amendments**
 - **Defense Acquisition Reforms**
 - **OMB Circulars A76 and A130**
 - **Competition in Contracting Act**
 - **Congressional Micro-Management**
-



CONCLUSIONS

- **Data to Information Transition**
 - **Integrators Needed:**
 - ADP
 - Communications
 - **Federal Data Center Competition**
 - **Price versus Technology**
 - **Bottom-Line Justification**
-



60# white
single

Job

John E. Frank, President with INPUT, has had over 37 years of experience in the information industry in management and engineering, technology and business forecasting, and marketing, with an emphasis on systems communications and the federal government. He was most recently Director of Planning and Administration at Computer Sciences Corporation's Systems Group, with responsibility for research and preparation of mid- and long-range market plans and business forecasts. Prior posts include Associate Director with ITT Communications Systems, Inc., Project Engineer with Reaction Motors, Inc./Thiokol Chemical Corporation, Electronic Engineer with the U.S. Air Force, and Communications Engineer with Western Electric.

Mr. Frank holds a B.S. in Industrial Engineering and Management from Fairleigh Dickinson University and has done advanced studies at George Washington University and the University of Michigan. He is a registered Professional Engineer and member of several professional societies.

